

### SAFE HARBOR STATEMENT

Statements in this 'Presentation' describing the Company's objectives, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make difference to the Company's operations include global and Indian demand supply conditions, finished goods prices, feedstock availability and prices, cyclical demand and pricing in the Company's principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the Company conducts business and other factors such as litigation and labour negotiations. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.





"SECOND FASTEST GROWING CONSTRUCTION
COMPANY IN SMALL CATEGORY"
AND
"TOP CHALLENGERS AWARDS"
BY CONSTRUCTION WORLD GLOBAL AWARDS 2019

"COMPANY OF THE YEAR - CONSTRUCTION"
BY
ZEE BUSINESS "DARE TO DREAM AWARDS"



"FASTEST GROWING
CONSTRUCTION & ENGINEERING
COMPANY"
BY CREDAI DURING CREDAI
GUJARAT GROWTH AMBASSADORS
SUMMIT 2019



BUILDING AT SARDAR BHAVAN
CAMPUS, GUJARAT"
AS
"IGBC NEW BUILDING - GOLD"
DURING GREEN BUILDING
CONGRESS 2019 AT HYDERABAD

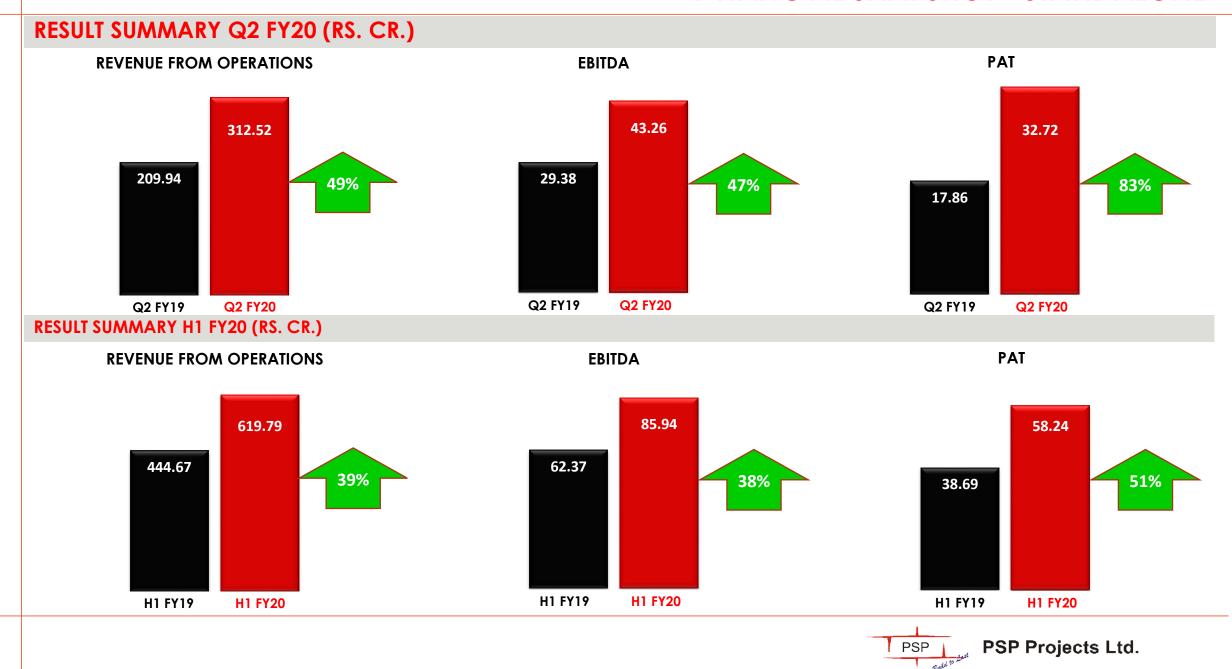
**FELICITATION TO "ASSEMBLY** 



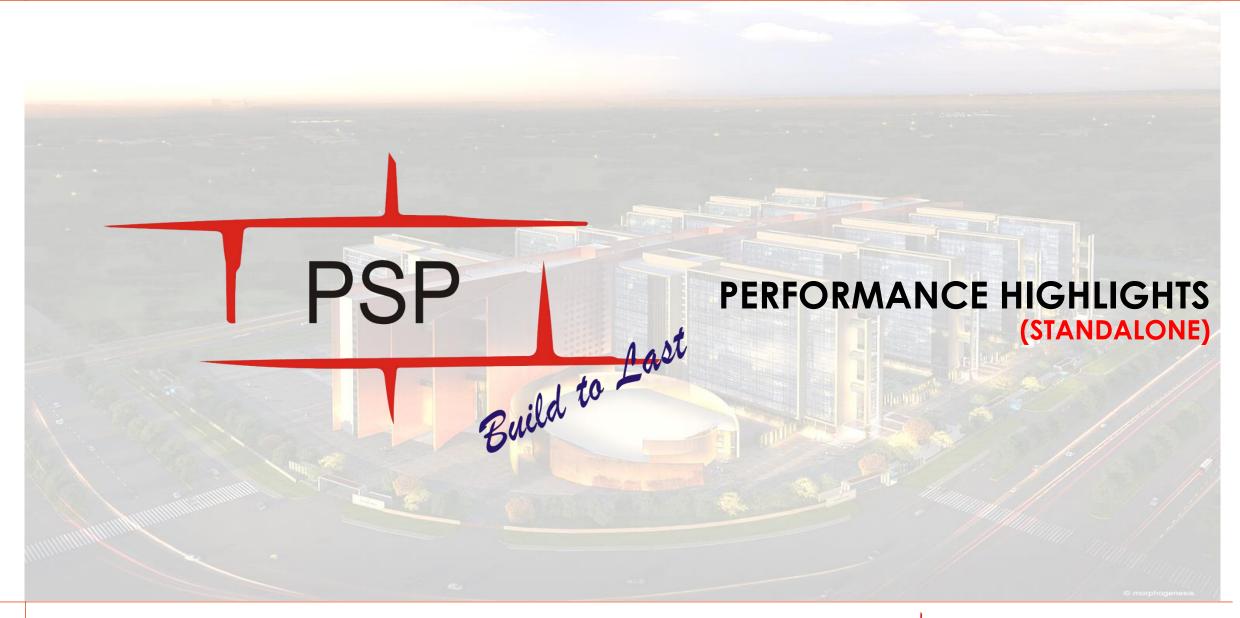
"SPECIAL COMMENDATION
FOR BUILDING HIGH QUALITY
AND INNOVATIVE
INFRASTRUCTURE"
BY
"CNBC BAJAR GUJARAT REAL
ESTATE AWARDS 2018-19"



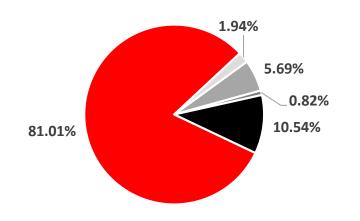
### FINANCIAL SNAPSHOT - STANDALONE

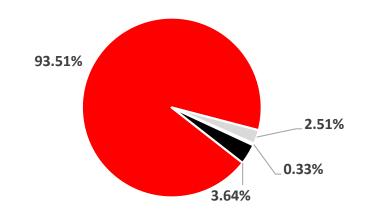




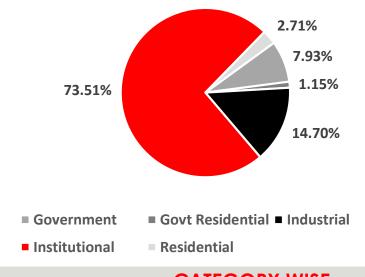


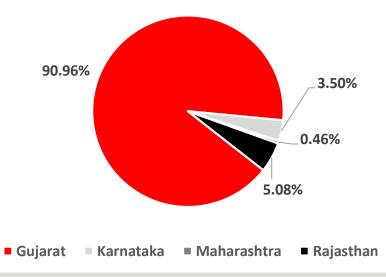
## REVENUE BREAK-UP FOR THE Q2FY20 - Rs.312.52 CR





### REVENUE BREAK-UP FOR THE Q2FY20 (EXCLUDING SDB) - Rs. 224.15 CR





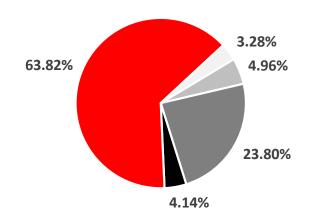
#### **CATEGORY WISE**

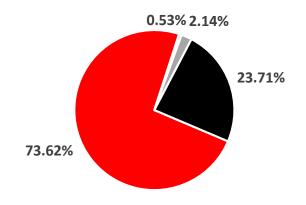
#### **GEOGRAPHICAL**

(STANDALONE)

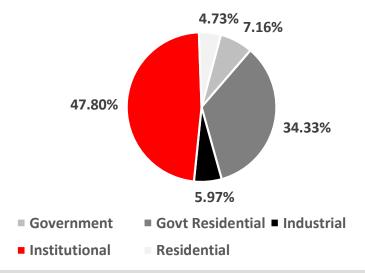


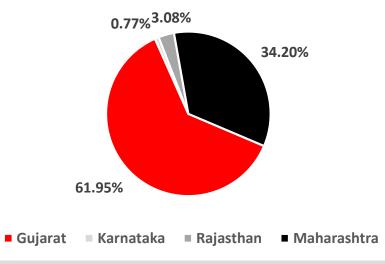
## **WORK ON HAND - RS. 3190.87 CR**





### WORK ON HAND Rs. 2211.83 CR (EXCLUDING SDB)





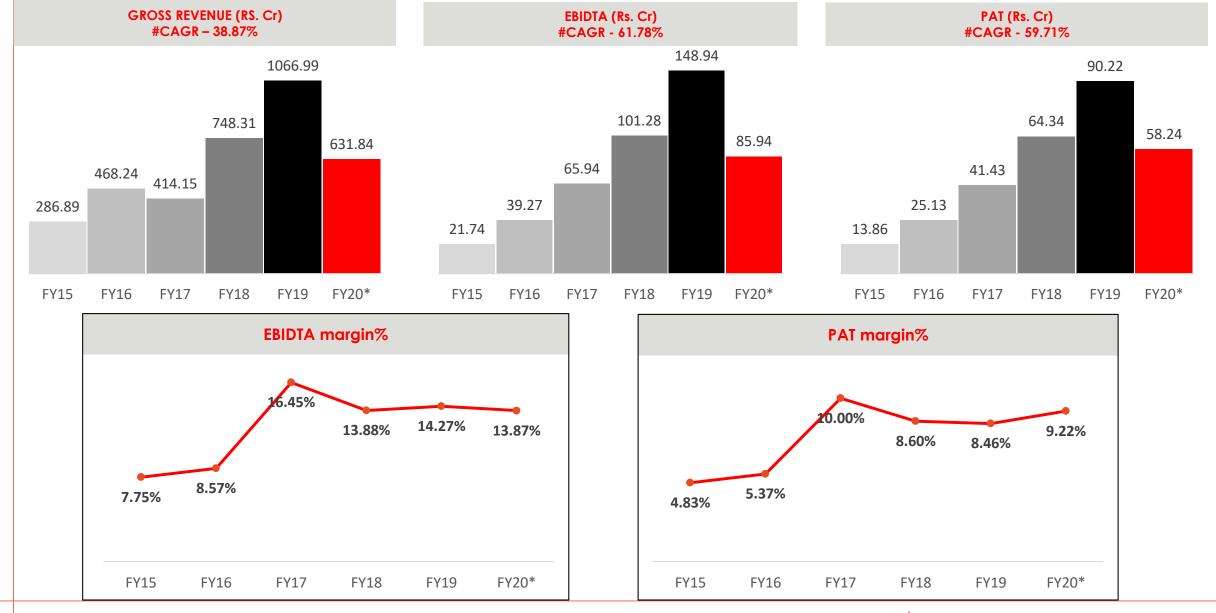
### **CATEGORY WISE**

**GEOGRAPHICAL** 

PSP Ended to Seast

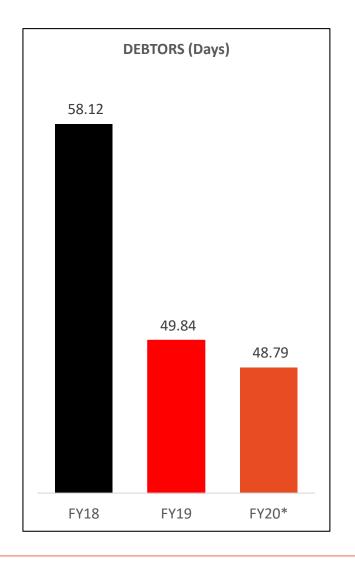
PSP Projects Ltd.

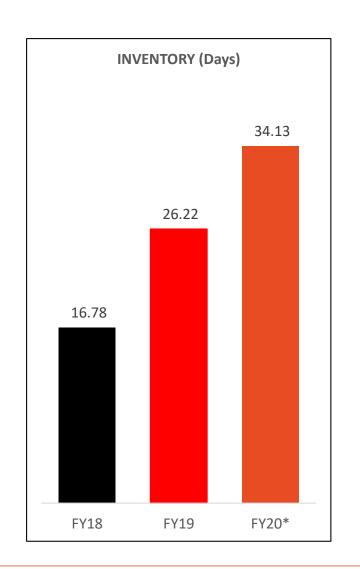
# **BUSINESS ROBUSTNESS IN NUMBERS (STANDALONE)**

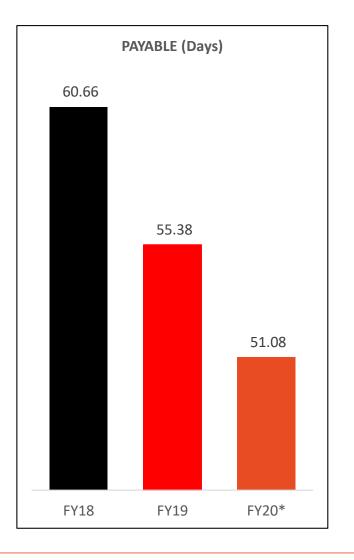


PSP Projects Ltd.

# **BUSINESS ROBUSTNESS IN NUMBERS (STANDALONE)**

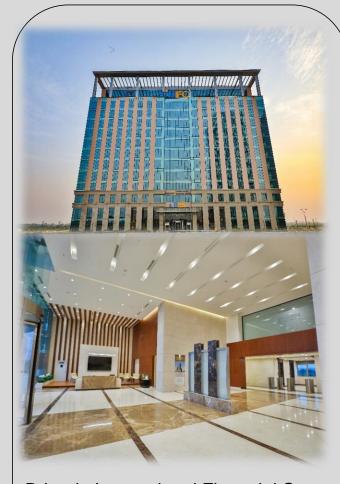




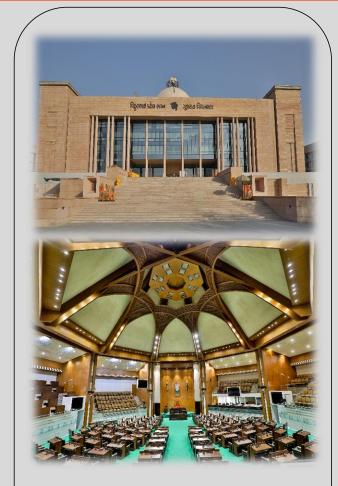




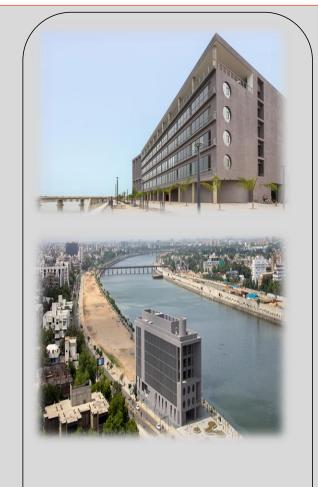
## PROMINENT PROJECTS COMPLETED IN FY19



Brigade International Financial Centre at GIFT City, Gandhinagar



Renovation of Gujarat Vidhansabha, Gandhinagar



Sabarmati Riverfront Development Co. Ltd. (SRFDCL) Office Building, Ahmedabad



### **PROMINENT PROJECTS**



Swarnim Sankul 1 & 2 Construction and interior work



Sabarmati River Front development



Hospital, Residential Building and Medical College for GCS Medical College, Hospital and Research Centre



Zydus Hospitals



Kaira District Co-operative Milk Producers' Union Limited (Amul Dairy)



Gujarat Housing Board, Naranpura, one of the Largest affordable housing project in Gujarat

# **MARQUEE PROJECT**



Executing single-largest contract of **Rs 1575**# cr of Surat Diamond Bourse (#Excluding GST)

# SURAT DIAMOND – WIP (ACTUAL SITE IMAGE)









# WORK ON HAND SEPT 30, 2019 (MAJOR PROJECTS) (RS. IN LAKHS)

Description of Project	Location	Name of the Client	Total Contract Value	Outstanding Contract Value
Surat Diamond Bourse Main Contract Works, Surat, Gujarat	Surat, Gujarat	SDB Diamond Bourse	157,500	97,904
EWS Housing Project at Bhiwandi, Maharastra	Bhiwandi	Bhiwandi Nizampur City Municipal Corporation	60,140	60,140
IIM AHMEDABAD, Gujarat	Ahmedabad, Gujarat	Indian Institute Of Management	32,801	30,045
Affordable Housing Project at Pandharpur, Maharastra	Pandharpur, Maharastra	Pandharpur Municipal Corporation	15,755	15,507
Medical College and Hospital at Dahod , Gujarat	Dahod, Gujarat	Zydus Foundation	22,500	13,462
Multi-tenanted office for DSCCSL at GIFT City, Gujarat	Gandhinagar, Gujarat	Dalal Street Commercial Cooperative Society Ltd.	13,050	11,136
Zydus Hospital at Baroda, Gujarat	Vadodara, Gujarat	Zydus Hospitals & Healthcare Research Pvt Ltd.	10,691	10,160
Phoenix Mall at Thaltej, Ahmedabad, Gujarat	Ahmedabad	SGH Realty LLP	9,909	8,926
Residential Complex At Atali Housing, Dahej	Dahej, Bharuch	Torrent Pharmaceuticals Limited	8,268	8,268
Hospital Project at Sitapur, Gujarat on Lump Sum Turnkey Basis (EPC Mode)	Sitapur, Gujarat	Maruti Suzuki Foundation (MSF)	7,735	7,735
Super specialty Block of Government Medical College at Bhavnagar Gujarat	Bhavnagar, Gujarat	Bridge & Roof Co. (India) Ltd	7,860	6,079
Corporate House at Ahmedabad, Gujarat	Ahmedabad, Gujarat	Punishka Enterprises	5,470	4,421



## SEQUENTIAL QUARTERLY PERFORMANCE

Q2FY20 Unaudited Standalone Financial Results for the quarter and half year ended September 30, 2019 (Rs. In Lakhs)

Particulars Particulars	Q2 FY20	Q1 FY20	Q2 FY19	Q-o-Q	Y-o-Y	H1 FY 20	H1 FY 19	Y-o-Y
Revenue from Operations	31,252.09	30,727.34	20,994.88	2%	49%	61,979.43	44,466.78	39%
Cost of materials consumed including WIP	9,622.03	11,486.89	7,219.78			21,108.92	18,851.13	
Construction Expenses	15,525.62	13,255.96	9,529.66			28,781.58	16,860.19	
Employee benefits expense	1,460.69	1,378.73	1,077.80			2,839.42	2,077.28	
Other expenses	318.23	337.75	229.85			655.98	440.97	
<b>Total Operating Expenses</b>	26,926.57	26,459.33	18,057.09	2%	49%	53,385.90	38,229.57	40%
EBITDA	4,325.52	4,268.01	2,937.79	1%	47%	8,593.53	6,237.21	38%
EBITDA Margin (%)	13.84%	13.89%	13.99%			13.87%	14.03%	
Other Income	685.54	518.96	543.17			1,204.50	1,151.88	
Finance costs	366.68	275.51	227.19			642.19	372.82	
Depreciation	620.85	588.33	578.90			1,209.18	1,060.24	
Profit Before Tax	4,023.53	3,923.13	2,674.87	3%	50%	7,946.66	5,956.03	33%
Tax Expense	751.33	1,370.66	918.98			2,121.99	2,091.69	
Other comprehensive income	(0.52)	(0.52)	29.94			(1.04)	4.41	
Profit After Tax	3,271.68	2,551.95	1,785.83	28%	83%	5,823.63	3,868.75	51%
PAT Margin (%)	10.24%	8.17%	8.29%			9.22%	8.48%	
EPS (INR)	9.09	7.09	4.88			16.18	10.74	

## SEQUENTIAL QUARTERLY PERFORMANCE

Q2FY20 Unaudited Consolidated Financial Results for the quarter and half year ended September 30, 2019 (Rs. In Lakhs)

Particulars Particulars	Q2 FY20	Q1 FY20	Q2 FY19	Q-o-Q	Y-o-Y	H1 FY 20	H1 FY 19	Y-o-Y
Revenue from Operations	31,211.32	30,768.27	21,206.14	1%	47%	61,979.59	45,028.18	38%
Cost of materials consumed including WIP	9,622.92	11,486.00	7,309.62			21,108.92	19,178.50	
Construction Expenses	15,526.46	13,257.25	9,695.04			28,783.71	17,092.06	
Employee benefits expense	1,461.74	1,379.84	1,078.64			2,841.58	2,078.96	
Other expenses	319.42	341.87	237.20			661.29	451.16	
Total Operating Expenses	26,930.54	26,464.96	18,320.50	2%	47%	53,395.50	38,800.68	38%
EBITDA	4,280.78	4,303.31	2,885.64	-1%	48%	8,584.09	6,227.50	38%
EBITDA Margin (%)	13.72%	13.99%	13.61%			13.85%	13.83%	
Other Income	713.11	464.23	573.93			1,177.34	1,157.04	
Finance costs	377.28	286.28	239.87			663.56	400.10	
Depreciation	620.96	588.43	580.36			1,209.39	1,064.58	
<b>Profit Before Tax</b>	3,995.65	3,892.83	2,639.34	3%	51%	7,888.48	5,919.86	33%
Tax Expense	749.47	1,364.77	910.61			5,774.24	3,835.59	
Other comprehensive income	0.44	(0.20)	8.72			0.23	8.15	
Profit After Tax	3,246.62	2,527.86	1,737.45	28%	87%	5,774.47	3,843.73	50%
PAT Margin (%)	10.17%	8.09%	7.98%			9.14%	8.32%	
EPS (INR)	9.03	7.04	5.85			16.07	10.67	

### **ANNUAL FINANCIAL PERFORMANCE**

### H1FY20 Unaudited Standalone Balance sheet as at September 30, 2019 (RS. IN LAKHS)

Particulars	As at Sept 30, 2019 (Unaudited)	As at March 31, 2019 (Audited)
ASSETS		
(1) Non current Assets		
(a) Property, Plant and Equipment	9,876.82	10,212.88
(b) Capital Work-In-Progress	94.80	-
(c) Other Intangible Assets	107.06	103.65
(d) Financial Assets		
(i) Investments	442.37	442.37
(ii) Loans	2,580.00	2,386.41
(iii) Other Financial Assets	10,002.53	5,887.77
(e) Deferred Tax Asset (Net)	473.96	486.93
(f) Other Non Current Assets	43.87	211.77
Total Non-Current Assets	23,621.41	19,731.78
(2) Current Assets		
(a) Inventories	11,591.00	7,500.17
(b) <u>Financial Assets</u>		
(i) Trade receivables	16,571.30	14,257.16
(ii) Cash and cash equivalents	13,708.15	3,504.68
(iii) Bank Balances other than (ii) above	8,476.71	18,665.61
(iv) Loans	1,623.55	1,578.28
(v) Other Financial Assets	6,211.36	4,938.80
(c) Other Current Assets	3,627.30	2,875.08
(d) Current Tax Assets (Net)	76.30	-
Total Current Assets	61,885.67	53,319.78
Total Assets	85,507.08	73,051.56

Particulars	As at Sept 30, 2019 (Unaudited)	As at March 31, 2019 (Audited)
EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity Share Capital	3,600.00	3,600.00
(b) Other Equity	37,191.74	33,538.11
Total Equity	40,791.74	37,138.11
LIABILITIES		
(2) Non-Current liabilities		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	21.78	40.87
Total Non-Current Liabilities	21.78	40.87
(3) Current Liabilities		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	6,998.07	2,456.64
(ii) Trade Payables		
<ul> <li>Total outstanding dues of micro enterprises</li> </ul>		
and small enterprises	490.48	75.23
- Total outstanding dues of creditors other than		
micro enterprises and small enterprises	16,857.64	15,765.40
(iii) Other Financial Liabilities	3,331.24	1,172.19
(b) Other Current Liabilities	16,944.61	15,331.79
(c) Provisions	71.52	31.36
(d) Current Tax Liabilities (Net)		1,039.97
Total Current Liabilities	44,693.56	35,872.58
Total Liabilities	44,715.34	35,913.45
Total Equity and Liabilities	85,507.08	73,051.56

### **ANNUAL FINANCIAL PERFORMANCE**

## H1FY20 Unaudited Consolidated Balance sheet as at September 30, 2019 (RS. IN LAKHS)

	As at	As at
Particulars	Sept 30, 2019	March 31, 2019
	(Unaudited)	(Audited)
ASSETS		
(1) Non current Assets		
(a) Property, Plant and Equipment	9,878.50	10,214.79
(b) Capital Work-In-Progress	94.80	-
(c) Other Intangible Assets	107.06	103.65
(d) <u>Financial Assets</u>		
(i) Investments	65.68	65.68
(ii) Loans	2,508.96	2,282.31
(iii) Other Financial Assets	10,002.71	5,887.95
(e) Deferred Tax Asset (Net)	585.58	592.13
(f) Other Non Current Assets	43.87	211.77
Total Non-Current Assets	23,287.16	19,358.28
(2) Current Assets		
(a) Inventories	11,591.00	7,500.17
(b) <u>Financial Assets</u>	11,591.00	7,300.17
(i) Trade receivables	17,178.71	14,788.52
(ii) Cash and cash equivalents	13,716.41	3,554.82
(iii) Bank Balances other than (ii) above	8,476.71	18,665.61
(iv) Loans	1,123.55	1,078.28
(v) Other Financial Assets	6,719.63	5,576.34
• •	•	•
(c) Other Current Assets	3,671.49	2,883.46
(d) Current Tax Assets (Net)	180.45	102.69
Total Assets	62,657.95	54,149.89
Total Assets	85,945.11	73,508.17

	As at	As at
Particulars	Sept 30, 2019	March 31, 2019
	(Unaudited)	(Audited)
EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity Share Capital	3,600.00	3,600.00
(b) Other Equity	36,943.25	33,330.71
Equity attributable to owners of Holding Company	40,543.25	36,930.71
Non- Controlling Interest	74.48	85.37
Total Equity	40,617.73	37,016.08
LIABILITIES		
(2) Non-Current liabilities		
(a) <u>Financial Liabilities</u>		
(i) Borrowings	21.78	40.87
Total Non-Current Liabilities	21.78	40.87
(3) Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	7,507.68	2,938.27
(ii) Trade Payables	,	,
- Total outstanding dues of micro enterprises		
and small enterprises	490.48	75.23
- Total outstanding dues of creditors other than		
micro enterprises and small enterprises	16,931.51	15,838.86
(iii) Other Financial Liabilities	3,331.38	1,172.27
(b) Other Current Liabilities	16,952.96	15,339.17
(c) Provisions	91.59	47.45
(d) Current Tax Liabilities (Net)		1,039.97
Total Current Liabilities	45,305.60	36,451.22
Total Liabilities	45,327.38	36,492.09
Total Equity and Liabilities	85,945.11	73,508.17







### PROJECT CLASSIFICATION



#### **Industrial Projects**

Construction of industrial buildings for pharmaceutical plants, food processing units, engineering units as well as manufacturing and processing facilities.

Rich experience in catering to pharmaceutical manufacturers

Constructed industrial facilities for Torrent Pharmaceuticals, Nirma, Intas Pharmaceuticals, Cadila Healthcare, Claris Injectables, KHS Machinery and Inductotherm (India), MRF Ltd. among others

Number of Industrial Projects Completed - 52 Projects



#### **Institutional Projects**

Construction of buildings for hospitals and healthcare services, educational institutes, malls, hospitality services and corporate offices.

Track record comprises Zydus Hospital, GCS Medical College & Hospital, Commercial Projects at GIFT City, Hostel building for PDPU among others.

Number of Institutional Projects Completed - 45 Projects



#### **Government projects**

Focus only on challenging and prestigious government projects

Executed marquee projects -Swarnim Sankul 01 and 02 at Gandhinagar, Sabarmati Riverfront Development project works in Ahmedabad, Renovation of Gujarat Vidhansabha Building

Number of Government Projects Completed - 21 Projects



# Government residential projects

Execution of prestigious government affordable residential projects

Design-build of affordable high-rise residential buildings cum commercial units at Naranpura & Hathijan in Gujarat under the Mukhya Mantri GRUH Yojana for major Gujarat-based public sector customer.

Number of Government Residential Projects Completed - 02 Projects



#### **Residential projects**

Construction of buildings for group housing and townships

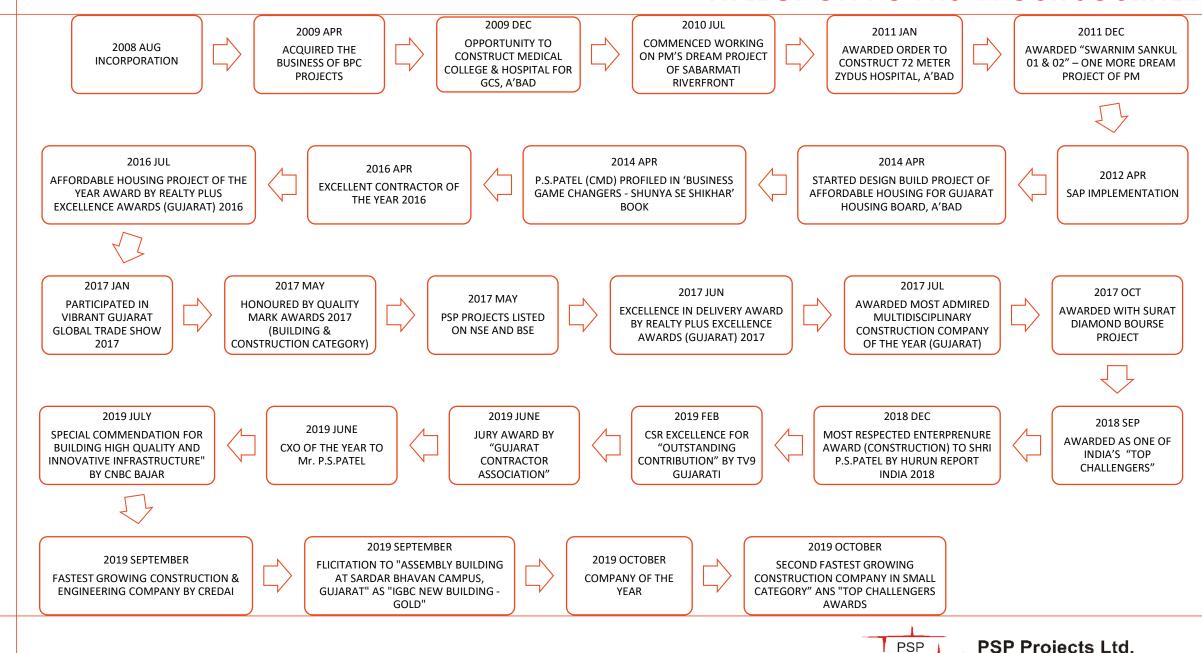
Construction of independent residences for select private customers.

Executed Seventy by bsafal, Anutham at gota, Gulmahor Mall at Ahmedabad

Number of Residential Projects Completed - 10 Projects



### INFLECTION POINTS IN OUR JOURNEY



### **LEADERSHIP TEAM**



Prahaladbhai Shivrambhai Patel
Chairman, Managing Director and CEO

#### Prahaladbhai Shivrambhai Patel

Is Chairman, Managing Director
And CEO Of PSP Projects Ltd. Mr.
Patel Is First Generation
Entrepreneur & Carries A Rich
Experience Of 33+ Years In
Construction Industry. He Holds
Bachelor's Degree In Civil
Engineering

- Featured In Book 'Business Game Changer: Shoonya Se Shikhar' By Prakash Biyani And Kamlesh Maheshwari,
- Received 'The Dena Bank Hercules Award' By Gujarat Innovation Society For Innovation And Quality In India's Construction And Infrastructure Sector.
- Awarded Most Respected
   Entrepreneur Award
   (Construction) by Hurun
   Report India 2018



**Mahesh Patel** *Vice President - Operations* 



**Maulik Patel** *Director - Procurement* 

Mahesh Patel is the Vice President - Operations of our Company. He has been with the company since inception & has played a major role in company's success. He has 26 years of experience in project execution of construction industry. He holds a degree of diploma in civil engineering.

Maulik Patel is the Director Procurement of our Company.
Along with Mahesh Patel, Maulik
Patel is also associated with
company since company's
establishment & has played a vital
role in company's success story. He
holds a Bachelor's Degree in
Commerce.



### EXPERIENCED MANAGEMENT



Patel is the Executive Director of our company. She holds a Bachelor's degree in Civil Engineering from Gujarat Technological University & Diploma in Financial Management from Ahmedabad Management Association. She is actively involved in the execution of the projects for past 5 years and is presently looking after the Surat Diamond Bourse Project. She also represented our company twice in Indian Concrete Institute Chapter-1, Ahmedabad.



Hetal Patel is the Chief Financial
Officer of our Company. She holds
a Master's degree in commerce
from Gujarat University. She is a
member of the Institute of
Chartered Accountant of India.

She is also a certified internal auditor from the Institute of Internal Auditors, USA. She has 19 years of experience in accounts and finance & associated with PSP Projects for past 6 Years.



Ramjibhai Parmar is the General Manger - Tender of our Company. He holds a Diploma in Civil Engineering. He has 30+ years experience in Contracts & Tendering of a Construction Industry. He is associated with PSP Projects for past 6 Years.



Pratik Thakkar is General Manager - Business Development of our company. He holds a Bachelor's Degree in Commerce and Diploma in Marketing Management. He has 11 years' experience in Business Development & Tendering in Construction Industry. He has been with the company for 5 years.



Mittali Christachary is the Company Secretary & Compliance Officer of our company. She is an Associate member of the Institute of company Secretaries of India (ICSI). She also holds a Bachelor's Degree in Bachelor's Commerce Degree in Law from Gujarat University. She has 4 years of experience company Secretarial functions and compliances.





### **STRENGTHS**



Diverse projects mix; completed projects across segments.

#### **Robust orders:**

Order book of Rs 3191 cr as on 30<sup>th</sup> Sept 2019 (to be addressed within 24 to 30 months)

### **Experience:**

Promoter
(Prahaladbhai
Shivrambhai
Patel) with 30+
years of sectoral
experience;
supported by
experienced
professionals

# Financial strength:

A strong balance sheet helps in successful project completion

### One Stop Shop:

Offering EPC service for the Building Project – from Design to Construction, MEP to Interior Fit-out.

Impressive Ration of repeat business

Torrent Pharma, Zydus Cadila Group, DDU, BAMUL, MRF

### PREFERRED CHOICE

Frugal cost structure; enhanced competitiveness Active promoter involvement; enhanced client assurance

Large and multiple project management capability

Selective choice of margin-enhancing projects

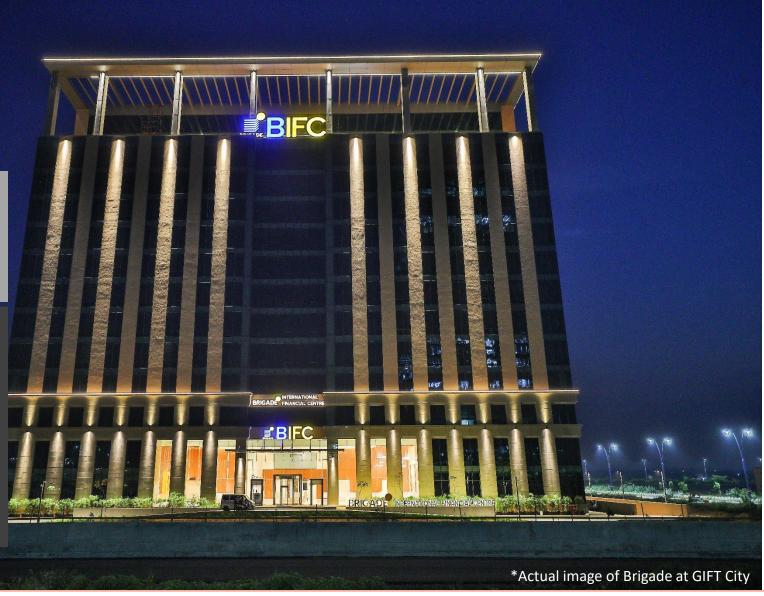
Projects under execution

48

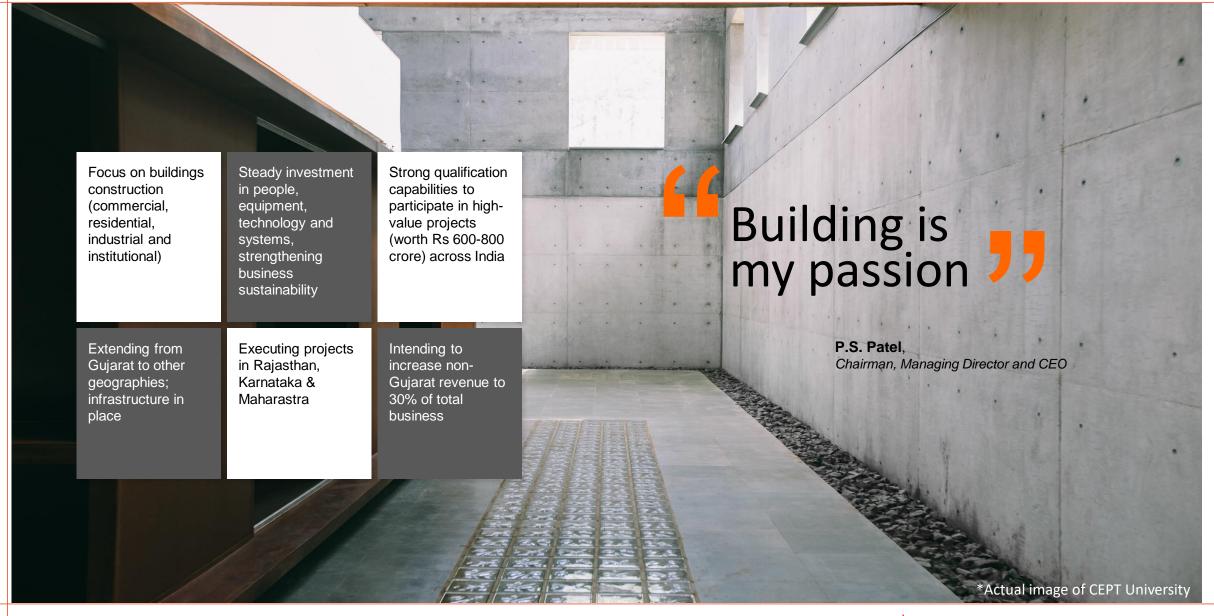
• (as on 30<sup>th</sup> Sept 2019)

Track record of timely project completion with committed quality **AVERAGE TICKET SIZE OF PROJECTS** Rs **42.91** Cr In 2018-19 Rs **8.54**Cr

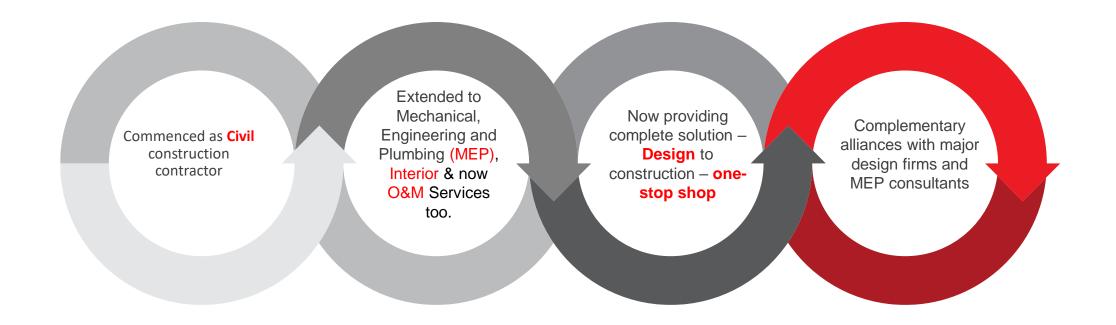
In 2012-13



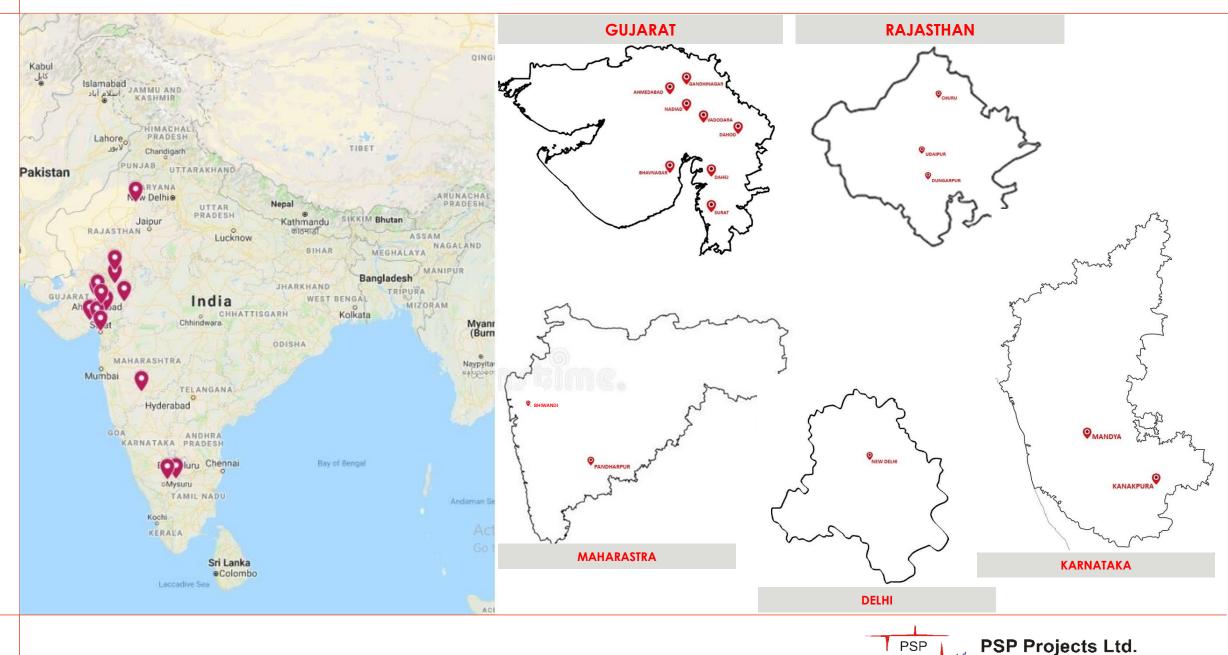
### **WIDENING HORIZONS**



## WIDENING HORIZONS - ONE-STOP BUILDINGS CONSTRUCTION SHOP



### **WIDENING HORIZONS**



### PRIDE-ENHANCING CLIENTELE



























































### **CERTIFICATIONS**



ISO 9001:2015

+

ISO 14001:2015

+

ISO 45001:2018

Approved Contractor as 'AA' class and "Special Category-1 in Buildings Class" with Government of Gujarat

Approved Contractor as 'AA' class with Ahmedabad Municipal Corporation

Registered as 'A' class approved electrical contractor in Roads and Buildings Department,
Government of Gujarat





EXCELLENT CONTRACTOR OF THE YEAR 2015-16" BY "GUJARAT CONTRACTOR ASSOCIATION" DURING "GUJARAT CONTRACTOR SUMMIT 2016



AFFORDABLE HOUSING PROJECT OF THE YEAR" FOR "MUKHYAMANTRI GRUH YOINA" BY "REALTY PLUS EXCELLENCE AWARDS (GUJARAT) 2016"



QUALITY MARK AWARD 2017 (BUILDING & CONSTRUCTION CATEGORY) BY QUALITY MARK TRUST



HERCULES AWARD 2017 TO SHRI P.S.PATEL



"EXCELLANCE IN DELIVERY" FOR "THE SIGNATURE BY HIRANANDANI" BY "REALTY PLUS EXCELLENCE AWARDS (GUJARAT) 2017"



"THE MOST ADMIRED MULTIDISCIPLINARY CONSTRUCTION COMPANY OF THE YEAR (GUJARAT) BY THE RISING LEADERSHIP AWARDS 2017



CONSTRUCTION WORLD'S TOP CHALLENGERS OF 2017-18 BY CONSTRUCTION WORLD GLOBAL AWARDS 2018



MOST RESPECTED ENTERPRENURE AWARD (CONSTRUCTION) TO SHRI P.S.PATEL BY HURUN REPORT INDIA 2018, DEC 13TH



CSR EXCELLENCE FOR "OUTSTANDING CONTRIBUTION" BY TV9 GUJARATI,  $16^{\text{TH}}$  FEB 2019



# **Thank You**

#### **PSP Projects Ltd.**

'PSP House',
Opp. Celesta Courtyard,
Opp. Lane of Vikramnagar Colony,
Iscon-Ambli Road, Ahmedabad – 380058
P - +91 79 2693 6200/6300/6400
E – hetal@pspprojects.com I W – www.pspprojects.com